



How the Private Sector and Government Can Work Together

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NGI Partnering Premise

- Built on base of current federally-funded research & development programs
- Desire mix of organizations to participate
- Calls for matching contributions from private sector



Government Partnering Tools

- Cooperative agreements
- Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR)
- Cost-shared contracts
- Broad Agency Announcement (BAA)
- Space Act Agreements
 - Reimbursed
 - Nonreimbursed
 - Alpha and beta test site agreements
- Joint Sponsored Research Agreement (JSRA)



NEW PARTNERSHIP DRIVERS



GOV'T OLD WAY



GOV'T NEW WAY

•Intellectual property	Gov't Rights	⇒	Shared Rights
•Tangible Equipment	Gov't Owns	⇒	Available
•Data Rights	Public Domain	⇒	Protected
•Audits	DCAA	⇒	GAAP-CPA's
•Payments	Slow	⇒	Fast
•Cost Sharing	Not Possible	⇒	Desirable



NEW PARTNERSHIP DRIVERS (continued)



GOV'T OLD WAY



GOV'T NEW WAY

• Personnel Exchange	None	⇒	Negotiable
• Reporting	533 Format	⇒	Customized
• Project Management	Gov't Only	⇒	Co-managed
• Response to Changes	Slow	⇒	Quick
• Customized Collaboration	No-Contracts/ Grants	⇒	Yes-Joint R&D Agreements
• Acquisitions/Contracts	Oversight	⇒	Fast Track Performance Based



Broad Agency Announcement (BAA)

- Procedure for government acquisition of R&D
 - To advance state-of-the-art or increase knowledge or understanding
 - Not for development of specific systems or hardware
- BAA will describe NGI's research interests in broadly defined areas, criteria for selecting and evaluating proposals, and other instructions
- Proposals need not be evaluated against each other
- Terms and conditions, intellectual property rights, collaborative arrangements, and cost sharing are determined by the procurement method employed (e.g., contract, cooperative agreement, grant)



NASA Specific Partnering Tool

- **Joint Sponsored Research Agreement (JSRA)**
 - New way of doing business with industry
 - Unique
 - Broad Authority (Space Act Authority 42 USC Section 2473 (c))
 - Allows for innovation and modifications
 - Fast track



Why a JSRA?

- Collaborative R&D on pre-competitive technologies
- Cash or in-kind contributions brought to collaboration by ALL parties
- Intellectual property rights negotiated
- Proprietary information protected
- Annual plans developed by contributing parties and negotiated each year
- Regulated by Space Act NOT the Federal Acquisitions Regulations (FAR)



Why Collaborate With Us?

- Save R&D funds
- Leverage multi-million dollar efforts
- Speed development process
- Become involved in future technology needs
- Clear technical agenda
- Protect proprietary information based on your requirements



For Further Discussions

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